



Bringing Life to the Practice of Law

Professional Development Programs

Corner Office Coaching offers a variety of programs in numerous formats. We customize our programs to meet our clients' professional development needs. Below is a sampling of some of our most popular programs.

Beyond Balance: Living a Fully Integrated Life

(Available in keynote, 90-minute or ½ day workshop format)

Kerri Anderson, former CEO of Wendy's International Inc., was recently quoted in *Pink* magazine: "I put a big 'X' through the word 'balance.' I prefer the word 'integration.' If you use the word 'balance,' you're misconstruing what your life is going to be like. Balance is *perfect*; your career is over here and your personal life is over here, and they're in perfect symmetry. It just doesn't work like that." Many of us grew up with the message "You can have it all," and proponents of the work/life balance model have reinforced this myth. In truth, you **can** have it all; you just can't have it all at one time. There is no magic bullet; no one-size-fits-all life plan; no perfect balance you can strike and hold. Instead in this program, Corner Office Coaching will introduce the radical concept of life integration. Rather than separating your work and the rest of your life, learn what it might be like to live as an integrated whole.

Brag: It's Not a Dirty Word

(Available in keynote, 90-minute, or ½ day workshop format)

Do you feel embarrassed when tooting your own horn? Do you wonder how you can let your partners, clients and prospects know about your accomplishments without seeming like a braggart? If so, this presentation is for you. Corner Office Coaching will lead you in an exploration of the art of the brag and how promoting yourself gracefully can lead to more clients and greater success. Learn how to walk the fine line between shameful and shameless self-promotion.

Business Development

(Available in keynote or 90-minute workshop format)

Great rainmakers know that business comes from those who know them, like them and trust them. This program focuses on authenticity, credibility, leadership, and relationship-building as the cornerstones of building a book of business. In addition to covering traditional business development methodologies, Corner Office Coaching introduces its proprietary Organic NetworkingSM model. Through this combination of approaches, lawyers will be equipped to develop a flourishing professional network.

Coaching Skills for Leaders

(Available in ½ day, full day, retreat or multi-session format)

Coaching is no longer a luxury. It has become a necessary leadership competency for anyone who manages people within an organization. Therefore, legal professionals in this program will learn the essential skills taught to all new coaches by The Coaches Training Institute. Participants will be given tools for asking directed questions designed to elicit thoughtful responses, and will practice the use of these tools, as well as learn to actively listen to the answers. We will also guide participants toward a greater understanding of the differences between coaching and mentoring, and the situations in which each can be useful in developing individuals into effective leaders.

Communicating with Confidence

(Available in ½ day, full day, or multi-session format)

Skilled communicators know that there is an art and a science to making effective presentations. Whether one-on-one or in front of a larger audience, how you communicate determines your success. Many people fear public speaking, but Corner Office Coaching believes that anyone can become a confident communicator. Learn how to connect with your audience, tell effective stories, and communicate factual information without boring your listeners. In this workshop, we will help you discover your own personal presentation style so you can more powerfully present in any situation.

Leadership

(Available in keynote, 90-minute, ½ day, full day, retreat or multi-session workshop format)

Leadership is more than a buzz-word. It is an essential competency for success, and true leadership begins and ends with authenticity. Authentic leaders lead from the heart and do so out of a desire to serve others. Within this framework of individual style and personal values, it is also important to understand the key components of leadership. Corner Office Coaching will introduce these components and provide the context for development of a personal, authentic leadership style.

Managing Energy: The Key to Success

(Available in keynote or 90-minute workshop format)

As lawyers, you often run on fumes. You push yourselves until you are depleted and feel overwhelmed. What if instead you regularly refueled before you reached empty? How much more effective would you be? Become more energetic, productive and engaged in everything you do by managing your energy rather than managing your time. Corner Office Coaching will introduce the core concepts of energy management from the book The Power of Full Engagement by Jim Loehr and Tony Schwartz, and you will walk away with concrete tools and ideas for refilling your energy tanks.

Professional Presence

(Available in 90-minute, ½ day, full day, or multi-session format)

First impressions can be lasting, and the impression you make over time has an impact on your success. How you dress, how you act, and how you communicate are all important components of your professional presence and should reflect who you are and the impression you want to make. By helping you develop your individual style of dress, your personal brand, and your etiquette skills, Corner Office Coaching can help you become more confident about the messages you communicate and better able to create your professional presence by design rather than by default.

The Artist's Way at Work

(Available in keynote, 90-minute, ½ day, full day, retreat or multi-session workshop format)

Rooted in state-of-the-art ideas on creativity, management theory, and group dynamics, this program is solution-oriented. Working in the legal community involves handling an often overwhelming workload, and this program is designed to address that with solutions for staying creative in a competitive environment, as well as clarifying and applying strengths to work. Based on *The Artist's Way at Work*, this program is presented by a certified facilitator. We focus on values and integrity as a roadmap to authenticity and productivity thereby ensuring individual fulfillment as well as organizational success.